#### KELLEY DRYE & WARREN LLP

## ORIGINAL

A LIMITED LIABILITY PARTNERSHIP

1200 19TH STREET, N.W.

EX FARTE OR LATE FILED

SUITE 500

WASHINGTON, D.C. 20036

FACSIMILE

(202) 955-9792

www.kelleydrye.com

(202) 955-9600

RECEIVED

JUL 18 2002

DIRECT LINE (202) 887-1230

E-MAIL: Gmorelli@KeileyDyre.com

OFFICE OF THE SECRETARY

July 18, 2002

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Marlene H. Dortch Secretary Federal Communications Commission 445 Twelfth Street, SW Room TWB-204 Washington, D.C. 20554

Re: Ex Parte Presentation in CC Docket Nos. 01-338, 96-98, 98-147

Dear Ms. Dortch:

Today, Joseph Gillan and Rodney Page, representing Access Integrated Networks ("AIN"), met with Dan Gonzalez of Commissioner Martin's office to discuss the position taken in the above-captioned proceedings by AIN. In particular, they discussed AIN's UNE-P based business plan and the proper treatment of the local switching network element. A copy of the materials distributed at the meeting are attached to this letter.

In accordance with Section 1.1206 of the Commission's rules, an original and one copy of this letter is being filed with your office.

Sincerely,

Genevieve Morelli

cc: Dan Gonzalez

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### Access Integrated Networks, Inc.

Corporate Headquarters: Macon, Georgia

Organizational Structure: Incorporated, privately held

Market Area: 9 Southeastern States; Texas (4th quarter, 2002)

Market Presence: Over 700 southeastern town and cities

Target Market: Small Business Customers

Distribution Strategy: Independent Sales Agents

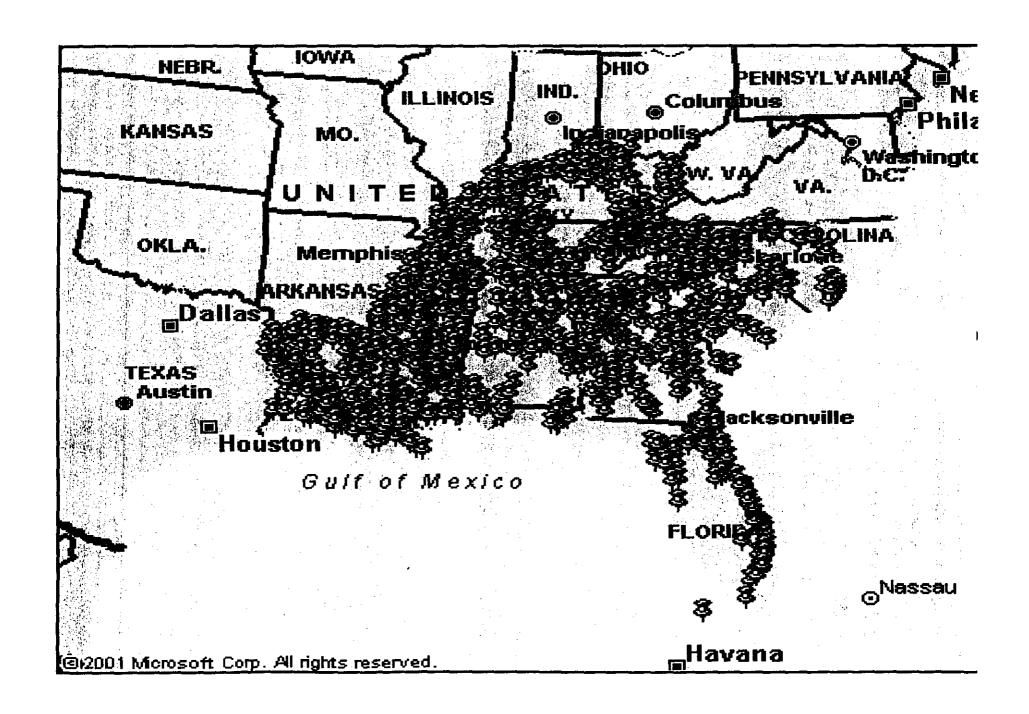
Value Propositions:

Cost Savings

Superior Customer Care

#### **ACCESS...Vital Statistics**

	Lines	Market Area	Approximate Number of Customers	Employees
1999	11,000	GA, AL	3,600	17
2000	38,000	GA, AL, SC, TN, KY	12,500	60
2001	62,000	GA, AL, SC, TN, KY, NC, MS, LA, FL	21,000	90
July 2002	100,000	GA, AL, SC, TN, KY, NC, MS, LA, FL (Texas4 <sup>th</sup> Quarter 2002)	30,000	175



# National CLEC Penetration by Entry Strategy (thousands of lines)<sup>1</sup>

Entry Strategy	December 2000	June 2001	Gain	
Resale	5,388	4,417	(971)	
UNE-L (loops w/o switching)	2,436	3,161	725	
UNE-P (loops with switching)	2,838	4,761	1,923	
Other Facilities	4,209	4,936	727	
Net Change	14,871	17,275	2,404	

In the first half of last year, UNE-P was responsible for 80% of the net gain in CLEC lines.

Source: Status of Local Competition as of June 30, 2001, Industry Analysis Division, Common Carrier Bureau, Federal Communications Commission, released February 27, 2002.

## The Geographic Distribution of Local Competition (Texas: October 2001)

<b>End Offices Sorted</b>	Average Lines per Office	Relative Share	
by Total Lines		UNE-P	UNE-L
Top 50 End Offices	102,571	8%*	2%
Next 50 Offices	54,443	11%*	1%
Next 50 Offices	34,139	12%	1%
Next 50 Offices	20,331	13%	0%
Next 50 Offices	12,309	16%	0%
Next 50 Offices	7,218	17%	0%
Next 50 Offices	4,265	18%	0%
Next 50 Offices	2,532	21%	0%
Next 50 Offices	1,373	25%	0%
Bottom 67 Offices	485	21%	0%

<sup>\*</sup> More than ½ UNE-P Lines in top two strata.

### Comparing the Competitive Profile of UNE-P and UNE-L Georgia 2002

Wine Conton Donking	Average	<b>Competitive Penetration</b>	
Wire Center Ranking	Lines/CO	UNE-P	UNE-L
The 25 Largest Wire Centers	67,977	6%*	3%
Next 25 Largest Wire Centers	40,012	9%*	2%
Next 25 Largest Wire Centers	26,616	8%	1%
Next 25 Largest Wire Centers	13,542	8%	0%
Next 25 Largest Wire Centers	6,943	6%	0%
Next 25 Largest Wire Centers	3,875	7%	0%
Smallest 28 Wire Centers	1,697	6%	0%

<sup>\*</sup> More than  $2/3^{rds}$  of the UNE-P lines in top two strata.